

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 RSR-01 /049 W

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R 051702Z JUL 73

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 2373

UNCLAS SECTION 01 OF 02 LONDON 07706

E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: OIM - TARGET INDUSTRY RESEARCH - ELECTRONIC
COMPONENTS

REF: DEPT'S A-4602, MAY 25, 1973

FOR COMMERCE

IN RESPONSE TO REFERENCED MESSAGE, 4 OUT OF 5 FIRMS
INVITED TO BID ON SUBJECT RESEARCH DID SO. BIDS AIR-
MAILED JULY 5.

SUMMARY OF BIDS FOLLO :

A) INTERPLAN BID ON 7 COUNTRIES:

COUNTRY	INTERVIEWS	BID
UK	45	POUNDS 1750 (\$4515)
WEST GERMANY	50	1900 (4900)
NETHERLANDS	20	1550 (4000)
BELGIUM	20	1450 (3740)
ITALY	25	1700 (4390)
SWEDEN	20	1650 (4260)
SWITZERLAND	20	1550 (4000)

INTERPLAN WILL REDUCE ITS PRICE ONE PERCENT FOR EACH
EXTRA COUNTRY COMMISSIONED. INTERPLAN HAS BEEN PARTICU-
LARLY ACTIVE ON RESEARCH IN ELECTRONICS AND ALLIED IN-
DUSTRIES FOR A NUMBER OF INTERNATIONAL CLIENTS.

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B) MACKINTOSH CONSULTANTS BID ON 7 COUNTRIES:

COUNTRY	INTERVIEWS	BID
WEST GERMANY	30	POUNDS 2724 (\$7000)
UNITED KINGDOM	30	2724 (7000)
ITALY	25	2335 (6000)
SWEDEN	25	1946 (5000)
BELGIUM	15	1167 (3000)
NETHERLANDS	15	1362 (3500)
SWITZERLAND	15	1362 (3500)

FOR 2 AND UP TO 4 COUNTRIES A DISCOUNT OF 10 WOULD BE APPLIED. FOR MORE THAN 4 COUNTRIES A DISCOUNT OF 20 WOULD BE APPLIED. THIS FIRM ENJOYS A VERY GOOD REPUTATION FOR ELECTRONIC COMPONENTS RESEARCH.

C) TAYLOR, NELSON & ASSOCIATES:

COUNTRY	INTERVIEWS	BID
UK	20	POUNDS 1500 (\$3750)
BELGIUM	20	1400 (3500)
ITALY	25	1700 (4250)
NETHERLANDS	15	1000 (2500)
SWEDEN	20	1400 (3500)
SWITZERLAND	15	1000 (2500)
WEST GERMANY	25	1700 (4250)

FOR ALL 7 COUNTRIES, PRICE WOULD BE REDUCED BY POUNDS 700. THIS FIRM HAS DONE A LIMITED AMOUNT OF RESEARCH IN THE ELECTRONICS AREA.

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INFO OCT-01 EUR-25 ADP-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 RSR-01 /049 W

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D) PLANNING RESEARCH SYSTEMS LTD:

COUNTRY	INTERVIEWS	BID
UK	40	POUNDS 1550 (\$4000)
WEST GERMANY	40	1550 (4000)
FRANCE	40	1550 (4000)
ITALY	40	1550 (4000)
NETHERLANDS	20	1550 (4000)
BELGIUM	20	1550 (4000)
SWITZERLAND	20	1550 (4000)
SWEDEN	20	1550 (4000)

REDUCTIONS OF 10 AND 15 WILL BE EFFECTED RESPECTIVELY
FOR 2 COUNTRIES OR 3 AND MORE COUNTRIES. THIS FIRM
DOES NOT APPEAR TO HAVE ANY SIGNIFICANT STRENGTH IN THE
SUBJECT RESEARCH AREA.

BASED ON PROPOSALS AND RELEVANT EXPERIENCE OF COMPANIES
WE RECOMMEND THAT MACKINTOSH CONSULTANTS AND INTERPLAN,
IN THAT ORDER, BE FAVORABLY CONSIDERED FOR THIS RESEARCH.
MACKINTOSH CONSULTANTS HAS ASKED THAT, IF POSSIBLE, IT BE
NOTIFIED, OFFICIALLY OR UNOFFICIALLY, BY JULY 20 IF IT
LIKELY TO OBTAIN ANY PORTION OF THIS RESEARCH PROJECT.

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Message Attributes

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Disposition Approved on Date:
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Disposition Case Number: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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30 JUN 2005

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TAGS: BEXP, UK
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